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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 4 May 1991

SOUTHERN REGION (SCPA)

Alabama A&M University
University of Alabama
University of Alabama-Engineering
University of Alabama-Birmingham
Auburn University
Augusta College
Averett College
Bellarmine College
Berry College
Catawba College
University of Central Florida
Centre College
The Citadel, Military College of South Carolina
Clemson University
Duke University
Duke University-Fuqua School of Business
East Carolina University
Eastern Kentucky University
East Tennessee State University
Elon College
Emory University-Business
Florida Atlantic University
Florida Institute of Technology
Florida State University
University of Florida
Georgia College
Georgia Institute of Technology
Georgia Southern College
Georgia Southwestern College
Georgia State University
University of Georgia
Hampton University
Jacksonville University
University of Kentucky
Louisiana College
Louisiana State University
University of Louisville
University of Louisville - Engineering
Mars Hill College
Mary Washington College
Memphis State University
Mercer University - Atlanta
Middle Tennessee State University
Millsaps College
Mississippi State University
University of Mississippi
University of Montevallo
Morehead State University
Morris College
North Carolina A&T State University
North Carolina Central University
North Carolina State University - Textiles
University of North Carolina - Asheville
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Northeast Louisiana University
Northern Kentucky University
University of North Florida
Oglethorpe University
Old Dominion University
Institute of Paper & Science
Presbyterian College
Queens College
Randolph-Macon Woman's College
Ringling School of Art & Design
Rollins College
St. Augustine's College
Samford university
University of South Alabama
University of South Carolina
University of South Carolina-Aiken
University of South Carolina - Coastal
University of South Carolina - Spartanburg
Southern College of Technology
University of Southern Mississippi
University of South Florida
Spring Hill College
Tennessee Tech University
University of Tennessee - Chattanooga
University of Tennessee - Knoxville
Tulane University
Valdosta State College
Vanderbilt University
Vanderbilt Unviersity - Owen Graduate School of Management
Virginia Tech & State University
University of Virginia
Wake Forest University
Wake Forest University - Babcock Graduate School of Management
Western Carolina University
Western Kentucky University
West Georgia College
College of William & Mary
Winthrop College
Wofford College
Xavier University of Louisiana

The career planning & placement offices that participate in the Salary Survey are divided into seven geographic regions. The participants listed above comprise the **Southern** Region.

The data are based on salary offers made to students graduating between September 1, 1990 and August 31, 1910. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (April 5, 1991, through May 6, 1991) and cumulatively (September 1, 1990, and May 6, 1991).

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BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	30	273	$25842	$26609	$32000	$25685	$20000	219	2304	$25627	$26667	$30000	$26012	$21000
BUSINESS ADMIN (INCL MGMT	27	94	22257	23730	25500	22000	18000	106	653	22326	23520	30000	21000	17500
DISTRIBUTION MANAGEMENT	+	5	+	26340				+	14	+	26900			
ECONOM & FINANCE (BANKING	10	179	23350	27327	*	*	*	128	880	23503	25814	28680	23000	18000
HOTEL/RESTAURANT MGMT.	+	10	+	21340				7	49	19771	21165	*	*	*
HUMAN RSRCS (incl LABOR R	3	4	25867	24650	*	*	*	46	72	24308	24612	30000	24000	20000
MANAGEMENT INFO SYSTEMS	9	27	27467	28819	*	*	*	25	248	26119	28407	30000	27300	21500
MARKETING/MARK MGMT (RESR	6	151	22917	24641	*	*	*	138	793	23296	23825	30000	22750	18000
REAL ESTATE	+	1	+	24000				2	6	18910	20887	*	*	*
COMMUNICATIONS														
ADVERTISING	+	3	+	18500				10	46	19920	20938	*	*	*
COMMUNICATIONS	4	12	19713	19399	*	*	*	20	139	20885	21750	25000	21000	14000
JOURNALISM	+	7	+	21989				10	81	17850	19955	*	*	*
TELECOMMUN/BROADCASTING	+	17	+	24658				1	39	24000	23784	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	3	19	23087	21121	*	*	*	41	227	22728	20080	26000	24760	18841
PRE-ELEMENTARY EDUCATION	+	+	+	+				7	27	22035	16647	*	*	*
PHYSICAL EDUCATION	1	4	21500	19900	*	*	*	7	25	21350	19245	*	*	*
SPECIAL EDUCATION	+	1	+	18807				7	42	22548	22847	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	4	+	24550				5	16	21500	20681	*	*	*
TEXTILES & CLOTHING	+	12	+	21000				6	52	24883	21721	*	*	*
MERCHANDISING MANAGEMENT	1	7	17500	19343	*	*	*	5	31	19660	20926	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	1	1	22100	22100	*	*	*	4	19	21488	21401	*	*	*
LETTERS (incl English, Li	4	10	23070	22377	*	*	*	23	77	21110	21725	26000	20500	18261
VISUAL & PERFORMING ARTS	3	6	22500	20417	*	*	*	7	51	22500	19979	*	*	*
HUMANITIES - OTHER	+	9	+	22433				3	50	19833	22832	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	1	+	20000				4	41	20735	20966	*	*	*
HISTORY	1	6	21000	2316/	*	*	*	13	37	25438	22506	*	*	*
POLITICAL SCIENCE/GOVT	2	11	23375	22850	*	*	*	24	94	23178	22294	28000	24000	18000
PSYCHOLOGY	2	16	21800	22881	*	*	*	14	107	18837	19863	*	*	*
SOCIOLOGY	1	4	19000	20336	*	*	*	10	46	21262	19830	*	*	*
SOCIAL SCIENCES-OTHER	+	22	+	24949				9	82	18587	20939	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	17	+	30268				5	105	27973	30256	*	*	*
AGRICULTURAL	+	14	+	30224				+	35	+	30669			
ARCHITECTURAL	+	7	+	32179				+	44	+	30659			
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	6	+	27917			
CHEMICAL	1	164	35500	37898	*	*	*	47	1100	36934	37384	38500	37500	33600
CIVIL	2	131	27600	28864	*	*	*	58	637	30451	29545	36400	29203	26500
COMPUTER	1	44	26500	31589	*	*	*	19	144	30484	31891	*	*	*
ELECTRICAL/ELECTRONIC	7	230	31214	33477	*	*	*	133	1232	32220	33113	37000	33000	27000

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	2	+	$29250				+	4	+	$29475			
INDUSTRIAL	1	60	$34800	32960	*	*	*	19	281	$31871	32289	*	*	*
MECHANICAL	6	292	32733	34347	*	*	*	138	1466	32762	34069	$37500	$33150	$26252
METALLURGICAL	+	39	+	33664				6	124	30989	33557	*	*	*
MINING (INCL GEOLOGICAL)	+	3	+	32000				+	39	+	31184			
NUCLEAR	+	2	+	30417				+	15	+	32332			
PETROLEUM	+	28	+	40166				+	164	+	38686			
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	2	26	27000	29405	*	*	*	10	144	26920	28678	*	*	*
INDUSTRIAL TECHNOLOGY	+	6	+	30000				+	18	+	27361			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	1	8	21000	24750	*	*	*	5	60	22200	22712	*	*	*
ANIMAL SCIENCES	+	4	+	23000				2	27	20670	21746	*	*	*
PLANT SCIENCES	+	6	+	19702				+	14	+	20221			
NATURAL RESOURCES	+	1	+	16300				1	11	17400	20005	*	*	*
OTHER AGRICULTURAL SCIENC	+	4	+	19750				3	27	26400	24597	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	5	72	29900	32088	*	*	*	61	585	28653	30469	33840	29140	22200
COMPUTER PROGRAMMING	+	2	+	19375				12	21	30645	28173	*	*	*
INFORMATION SCIENCES & SY	2	15	29500	28829	*	*	*	21	142	27068	29000	29141	27600	23500
SYSTEMS ANALYSIS	+	2	+	31000				2	6	23480	25427	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	+	+	+	+				2	72	18992	28058	*	*	*
HEALTH SCIENCES	1	5	11000	17700	*	*	*	4	32	15912	20564	*	*	*
NURSING	+	10	+	26500				4	89	28700	28349	*	*	*
PHARMACY	+	1	+	44200				25	31	39483	39040	43000	39520	37000
SCIENCES														
ACTUARIAL	+	1	+	31740				+	9	+	29269			
ARCHITECTURAL & ENVIRONME	+	+	+	+				3	16	28567	26463	*	*	*
BIOLOGICAL	1	11	30000	22210	*	*	*	8	51	21658	21267	*	*	*
CHEMISTRY	+	4	+	28355				5	64	26340	27625	*	*	*
GEOLOGY & GEOLOGICAL SCI	1	3	29500	26233	*	*	*	1	25	29500	28250	*	*	*
MATHEMATICS	3	28	26867	29868	*	*	*	29	113	27438	27503	33000	28000	21800
PHYSICS	1	1	27400	27400	*	*	*	3	15	29300	29059	*	*	*
OTHER PHYSICAL & EARTH SC	+	1	+	28000				+	5	+	22109			
POLYMER SCIENCE	+	2	+	35250				+	2	+	35250			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	143	2162						1527	13323					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	20	184	$27279	$27139	$32000	$26200	$22000	151	1735	$26675	$27222	$30500	$27000	$24000
ACCOUNTING (PRIVATE)	12	79	22265	25617	*	*	*	78	591	23106	25068	27800	23340	17000
COMMERCIAL BANKING (CNSMR	8	17	22413	23665	*	*	*	31	70	22118	22376	24500	23000	18850
COMMERCIAL BANKING (LENDG	1	27	25500	23876	*	*	*	2	88	24500	24086	*	*	*
INVESTMT BANKING (CORP FN	+	3	+	26333				6	27	28583	28093	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	+				+	2	+	28500			
INVESTMT BANKG (REAL EST)	+	+	+	+				1	4	17500	18875	*	*	*
INVESTMT BANKG (SALES & T	+	2	+	32000				2	19	17500	23268	*	*	*
FINANCIAL/TREASURY ANALYS	2	64	24500	29466	*	*	*	21	293	24231	27173	27000	25000	18872
PORTFOLIO MGMT/BROKERAGE	2	4	33000	33250	*	*	*	8	29	25375	23416	*	*	*
UNDERWRITING	4	21	22900	25648	*	*	*	24	110	22517	24295	25000	23250	20000
INSURANCE - CLAIMS	3	12	25093	23658	*	*	*	15	80	22317	22813	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	4	7	20375	21500	*	*	*	8	26	19488	20086	*	*	*
MEDIA PLANNING	1	2	17500	15250	*	*	*	2	12	18000	20287	*	*	*
REPORTING	+	+	+	+				4	16	14440	16355	*	*	*
PRODUCTION	+	4	+	26140				2	44	20008	24874	*	*	*
PUBLIC RELATIONS	+	2	+	19720				8	44	21510	20000	*	*	*
WRITING / EDITING	1	5	18000	22700	*	*	*	3	28	21167	20589	*	*	*
MARKETING														
ADVERTISING	+	6	+	19067				5	31	21900	20474	*	*	*
BRAND/PRODUCT MANAGEMENT	5	13	22850	24645	*	*	*	24	109	24266	24319	31000	22750	18000
BUYER/MERCHANDISING	+	55	+	23580				13	196	21685	23447	*	*	*
DISTRIBUTION	+	2	+	25500				6	39	23667	26459	*	*	*
MARKET RESEARCH	1	6	22500	27483	*	*	*	15	60	24233	25273	*	*	*
PURCHASING	+	4	+	28500				2	27	22250	27570	*	*	*
SALES	15	144	21313	25757	*	*	*	136	796	24360	25314	31000	25000	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	1	5	25000	20600	*	*	*	2	26	21150	20328	*	*	*
FINANC,TAXA, MONETARY POL	1	17	21000	23123	*	*	*	11	66	21925	22909	*	*	*
ECONOMIC PROGRAMS	+	+	+	+				2	10	24000	21659	*	*	*
LAW ENFORCEMENT	+	2	+	18530				9	37	22689	23362	*	*	*
MILITARY	+	2	+	24917				23	46	23573	23646	26000	24000	21000
NATIONAL SECURITY	1	1	20000	20000	*	*	*	1	8	20000	20200	*	*	*
URBAN / REGIONAL PLANNING	+	+	+	+				5	10	21764	19183	*	*	*
ENGINEERING														
BIOENGINEERING	+	+	+	+				+	6	+	26333			
DESIGN / CONSTRUCT	+	94	+	30318				72	677	30603	30702	35000	30000	26500
ENVIRONMENTAL/SANITATION	1	16	29500	29419	*	*	*	19	120	32569	30840	*	*	*
MANUFACTURING/INDUSTRIAL	+	137	+	34314				53	789	32610	33890	37500	33400	27000
SYSTEMS / PROGRAMMING	3	34	27933	31754	*	*	*	22	182	31042	32263	35000	31800	27500
POWER SYSTEMS	1	27	29500	32981	*	*	*	18	164	31541	33185	*	*	*
SOFTWARE DESIGN & DEVELOP	+	17	+	32858				16	139	30689	32396	*	*	*
HARDWARE DESIGN & DEVELOP	+	33	+	34675				17	155	30808	33517	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	+	32	+	$34964				25	252	$33605	$34165	$38900	$34800	$28000
TESTING	+	11	+	32438				9	115	29596	30665	*	*	*
PROCESS ENGINEERING	1	154	$35500	37939	*	*	*	37	893	36621	37654	38500	37500	33600
PROJECT ENGINEERING	+	268	+	33817				68	851	33869	34178	37800	35100	27500
OTHER ENGINEERING	16	195	31431	31991	*	*	*	60	1074	31732	32645	37000	32250	26438
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	2	+	21000				2	22	25000	24025	*	*	*
INDUSTRIAL HYGIENE	+	+	+	+				+	3	+	23444			
MEDICAL TECHNOLOGY	+	1	+	12000				2	32	19648	23649	*	*	*
NURSES / PERSONAL CARE	+	10	+	26500				4	85	28700	27884	*	*	*
OCCUPATIONAL THERAPY	+	+	+	+				+	21	+	29647			
PHARMACIST	+	1	+	44200				25	32	39483	38650	43000	39520	37000
PHYSICAL THERAPY	+	+	+	+				1	11	11648	26516	*	*	*
RESPIRATORY THERAPY	+	+	+	+				1	4	28000	33914	*	*	*
OTHER HEALTH RELATED	1	6	11000	19250	*	*	*	3	63	15607	23580	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	2	+	25250				3	21	22406	20649	*	*	*
COUNSELING	+	2	+	19500				5	47	15698	16977	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				1	2	26000	20620	*	*	*
SOCIAL WORK	+	6	+	16937				3	41	16613	17369	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	9	64	26389	29905	*	*	*	52	454	27728	28886	33020	27850	22200
INFORMATION SYSTEMS	7	34	29914	30085	*	*	*	31	190	28045	29428	33500	29140	23000
SYSTEMS ANALYSIS & DESIGN	1	28	31000	31708	*	*	*	26	267	28873	30056	33000	28300	25000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	1	10	28600	32524	*	*	*	1	22	28600	31580	*	*	*
AGRICULTURE/NAT'L RESOURC	+	22	+	23314				4	83	20460	21885	*	*	*
ARCHITECTURE	+	+	+	+				1	8	30000	26238	*	*	*
CONSULTING	3	78	27500	29774	*	*	*	43	346	29270	29144	32500	29000	25000
HUMAN RESRCS /INDUS RELS	1	7	19000	25771	*	*	*	22	72	24096	23623	30000	23100	18000
MANAGEMENT TRAINEE	11	140	22127	23510	*	*	*	157	898	22179	22804	27500	21000	18000
MATH/STATISTICIANS	+	3	+	22584				7	24	22458	23554	*	*	*
PARALEGAL	+	2	+	18750				4	10	18000	20450	*	*	*
RESEARCHERS NON-TECHNICAL	+	+	+	+				2	8	22500	23077	*	*	*
RESEARCHERS - TECHNICAL	+	4	+	33758				3	34	28900	28981	*	*	*
TEACHING	5	32	23552	20732	*	*	*	88	427	21960	20549	26000	22000	18600
TOTALS	143	2162						1527	13323					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	4	23	$32463	$32298	*	*	*	13	184	$30819	$31324	*	*	*
MBA--NON-TECH	15	33	35409	35675	*	*	*	71	283	33616	35653	$40000	$32900	$26000
MBA--TECH	5	10	42380	43850	*	*	*	11	60	39145	39898	*	*	*
MS-BUSINESS	1	9	26500	40400	*	*	*	1	25	26500	42514	*	*	*
ECONOMICS & FINANCE (BANK	+	63	+	43954				+	147	+	43562			
HUMAN RESOURCES (INCL LAB	+	13	+	40231				8	36	30827	37981	*	*	*
MANAGEMENT INFORMATION SY	+	6	+	38587				+	20	+	35686			
MARKETING/MKTNG MGT (RESE	+	50	+	43302				1	100	42000	44661	*	*	*
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	+	+	+				1	8	32800	29320	*	*	*
JOURNALISM	+	+	+	+				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				5	16	23017	23926	*	*	*
ELEMENTARY EDUCATION	+	1	+	19000				+	28	+	24224			
PHYSICAL EDUCATION	+	1	+	16500				+	5	+	22900			
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	1	+	22500				+	10	+	23757			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	2	+	16650			
LETTERS	+	+	+	+				1	4	24000	23500	*	*	*
VISUAL & PERFORMING ARTS	+	+	+	+				+	3	+	20408			
HUMANITIES - OTHER	+	+	+	+				+	4	+	31251			
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	1	+	22145			
PSYCHOLOGY	+	1	+	24000				+	11	+	23592			
SOCIOLOGY	+	+	+	+				+	3	+	24267			
SOCIAL SCIENCES - OTHER	+	+	+	+				2	13	23000	30853	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	3	+	36672				+	11	+	35921			
AGRICULTURAL	+	2	+	28500				+	2	+	28500			
BIOENGINEERING & BIOMEDIC	+	1	+	35500				+	2	+	32750			
CHEMICAL	+	9	+	40369				1	53	39500	39988	*	*	*

continued

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	1	9	$32000	$34270	*	*	*	4	79	$36500	$34904	*	*	*
COMPUTER	+	5	+	42330				+	7	+	40921			
ELECTRICAL/ELECTRONIC	1	18	34000	39275	*	*	*	3	138	34363	38451	*	*	*
INDUSTRIAL	+	1	+	39000				2	22	37085	36502	*	*	*
MECHANICAL	+	9	+	39728				3	124	31813	38202	*	*	*
METALLURGICAL	+	2	+	39012				+	19	+	38013			
MINING & MINERAL	+	+	+	+				+	14	+	35007			
NUCLEAR	+	+	+	+				+	2	+	37800			
PETROLEUM	+	4	+	43400				+	30	+	43500			
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	1	+	18000				+	4	+	20972			
HEALTH SCIENCES	+	1	+	26500				2	14	30500	26250	*	*	*
NURSING	+	+	+	+				+	1	+	49000			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				3	7	28333	26671	*	*	*
ARCHITECTURAL & ENVIRONME	+	+	+	+				1	1	28080	28080	*	*	*
BIOLOGICAL	+	+	+	+				2	3	24679	22686	*	*	*
CHEMISTRY	+	+	+	+				+	10	+	33412			
COMPUTER SCIENCE														
COMPUTER SCIENCE	2	10	30750	36381	*	*	*	21	101	37984	37419	$42000	$39000	$32000
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	+	5	+	39540				+	30	+	36917			
MATHEMATICS (INCL ACTUARI	1	2	27500	28750	*	*	*	2	13	23750	27977	*	*	*
PHYSICS	+	+	+	+				+	3	+	27219			
POLYMER	+	+	+	+				+	+	+	+			
TOTALS	30	293						158	1660					

Master's Degree Candidates - Experience[1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

GRADUATE	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	18	26	$50011	$47922	*	*	*	41	146	$44441	$44582	$53000	$45000	$28000
MBA--TECH	6	14	46900	48279	*	*	*	15	51	47827	47900	*	*	*
OVER 2 TO 4 YEARS														
MBA--NON-TECH	47	70	48981	49324	$56000	$48000	$40000	75	219	48281	48390	57500	48000	39000
MBA--TECH	22	43	47684	50033	55000	49000	40000	30	110	49168	51878	56160	50500	40000
OVER 4 YEARS														
MBA--NON-TECH	29	43	48357	50948	58500	50000	36000	44	181	47459	48651	55000	48000	38000
MBA--TECH	9	25	53500	55297	*	*	*	13	89	52623	52914	*	*	*
TOTALS	131	221						218	796					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/5/91 THROUGH 5/6/91							CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	1	+	$71500				+	11	+	$56736			
ECONOMICS	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	7	+	37582			
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	1	1	$35000	35000	*	*	*	2	2	$32500	32500	*	*	*
FOREIGN LANGUAGES	+	+	+	+				1	2	45739	36870	*	*	*
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	7	+	45957			
SOCIOLOGY	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES	+	+	+	+				1	1	30000	30000	*	*	*
ENGINEERING														
AEROSPACE	+	+	+	+				+	3	+	46027			
CHEMICAL	+	12	+	52333				+	54	+	53038			
CIVIL	+	+	+	+				+	6	+	41499			
COMPUTER	+	+	+	+				+	2	+	52250			
ELECTRICAL/ELECTRONIC	+	2	+	53750				+	13	+	55798			
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	+	1	+	56000				+	5	+	48033			
METALLURGICAL	+	3	+	52200				+	15	+	48667			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	2	+	43000			
BIOLOGICAL	+	+	+	+				1	4	33550	31138	*	*	*
CHEMISTRY	+	2	+	50000				+	55	+	48340			
GEOLOGICAL (INCL GEOPHYS)	+	+	+	+				+	10	+	52184			
MATHEMATICS	+	+	+	+				+	6	+	38483			
PHYSICS	+	+	+	+				+	2	+	40000			
POLYMER	+	3	+	44133				1	5	53400	47600	*	*	*
TOTALS	1	25						6	213					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	26718 152 35000/24000			22338 4		40000 1	27200 1	23667 3	24600 1
BUSINESS ADMIN (INCL MGMT	26375 4			22192 12		26000 1	24296 5	28750 2	20000 1
ECONOM & FINANCE (BANKING	25200 7	27500 2		22496 24 25500/20000	21250 8	18280 2	26164 11	25375 4	
HUMAN RSRCS (incl LABOR R				23800 5			27000 2	30800 1	
MANAGEMENT INFO SYSTEMS						28000 1	25752 10	28500 1	28000 1
MARKETING/MARK MGMT (RESR	25000 1			21750 4	25000 2	28200 5	23814 7	26000 1	25000 1
ADVERTISING		17760 5				24000 1			
COMMUNICATIONS		19500 2		20000 1		15000 2			
JOURNALISM		14000 1				22500 2			
FOREIGN LANGUAGES				20000 1					
LETTERS (incl English, Li				23500 2		17000 1	22500 2		
VISUAL & PERFORMING ARTS		35000 1							
HISTORY				20000 1	45000 1			23000 1	
PSYCHOLOGY				12720 1		18500 1			
SOCIOLOGY				15000 1					
SOCIAL SCIENCES-OTHER				16200 1					
CHEMICAL								32000 1	37400 1
CIVIL			29000 1			28000 1		29000 3	30022 9
COMPUTER						26500 1	31313 6	33500 1	
ELECTRICAL/ELECTRONIC			29016 1			34000 2	29800 2	29600 4	25800 4
INDUSTRIAL						28000 1			
MECHANICAL			28600 2				32618 4	32833 3	34300 3
ENGINEERING TECHNOLOGY							27075 4		

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
COMPUTER SCIENCE				26500 1		30290 2	27548 17	31200 3	21700 2
COMPUTER PROGRAMMING					25700 1		30500 5	31500 2	
INFORMATION SCIENCES & SY						29000 1	27417 6		
ARCHITECTURAL & ENVIRONME			30000 1						
GEOLOGY & GEOLOGICAL SCI									29500 1
MATHEMATICS				23600 2		26200 1	31400 2	28083 6	

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	28000 1		20000 1	23490 3		18540 5			
BUSINESS ADMIN (INCL MGMT	17500 2	18175 4	19000 1	20400 5		20352 26 25000/18000			
ECONOM & FINANCE (BANKING	22461 18			23361 9	21000 1	21405 10			16000 1
HOTEL/RESTAURANT MGMT.		19425 4	20233 3						
HUMAN RSRCS (incl LABOR R	16000 1		28900 1	23369 21 29000/20000	21000 1	24000 1	16000 1		18000 1
MANAGEMENT INFO SYSTEMS	23000 1			26000 1		24000 1			
MARKETING/MARK MGMT (RESR	18000 1	21350 2	26000 2	24250 6	20000 5	20982 33 25000/18000	21000 2		20000 1
COMMUNICATIONS				24375 1		20921 8			13960 1
JOURNALISM						21000 1			13000 1
MERCHANDISING MANAGEMENT						19660 5			
FOREIGN LANGUAGES			22100 1	25000 1					
LETTERS (incl English, Li				26280 1	18500 1	24000 1			
VISUAL & PERFORMING ARTS									23500 1
HUMANITIES - OTHER				12000 1	20000 1				
CRIMINAL JUSTICE					16500 1				
HISTORY	30000 1					20300 3			20000 1
POLITICAL SCIENCE/GOVT				25667 3		22610 5	18500 1		
PSYCHOLOGY						22670 5			
SOCIOLOGY			27000 1			10400 1			
SOCIAL SCIENCES-OTHER					18500 2				
COMPUTER					28000 1				
MECHANICAL							30000 1		
COMPUTER SCIENCE				25228 5					

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE		HOSPITALITY(AM		HOSPITALITY(HO		INSURANCE		LEGAL SVCS		MERCHANDISING		PERSONNEL SUPP		PROTECTIVE SER		PUBLISHING	
INFORMATION SCIENCES & SY	23000	3					27804	6										
SYSTEMS ANALYSIS							24960	1										
PHARMACY											40846	19						
BIOLOGICAL			38000	1														
MATHEMATICS	28000	1					32867	3										

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING			24000 2	24795 4	13250 2	21036 6	22065 5	21250 2	21500 1
BUSINESS ADMIN (INCL MGMT			23367 3		20667 3	22087 8	24000 2	20002 2	
ECONOM & FINANCE (BANKING			26005 2	24987 3		22081 8			
HUMAN RSRCS (incl LABOR R			30000 1	23200 1	22000 1	22000 1			
MANAGEMENT INFO SYSTEMS			24948 1					23400 1	
MARKETING/MARK MGMT (RESR	19200 1		21125 4	17000 1	21400 2				
REAL ESTATE	17000 1						20820 1		
ADVERTISING					28900 1				
COMMUNICATIONS					24000 1	24000 1			
JOURNALISM					18500 1		21600 1		
ELEMENTARY EDUCATION					22728 41 26196/18841				
PRE-ELEMENTARY EDUCATION					22035 7				
PHYSICAL EDUCATION					21350 7				
SPECIAL EDUCATION					22548 7				
HUMAN ECOLOGY (HOME ECONO				26500 1	21500 1	21000 1			
TEXTILES & CLOTHING		24000 1							
FOREIGN LANGUAGES					18850 1				
LETTERS (incl English, Li	19000 1				20058 8	22000 1	20400 2		
VISUAL & PERFORMING ARTS					18333 3				
HUMANITIES - OTHER						27500 1			
CRIMINAL JUSTICE						17300 1	24570 2		
HISTORY							30000 1		
POLITICAL SCIENCE/GOVT					26000 1	22572 3	20000 4		

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
PSYCHOLOGY						25000 1	20019 2		17000 1
SOCIOLOGY							19218 1		
SOCIAL SCIENCES-OTHER					20320 3		15310 2		
AEROSPACE & AERONAUTICAL					27500 2	27332 1			
CHEMICAL						28150 2			
CIVIL			28394 10	32382 4		26667 2	29996 8		
COMPUTER						26252 2			
ELECTRICAL/ELECTRONIC			34284 3	32008 14	30971 4	27130 18	29500 1		
INDUSTRIAL				30863 2					
MECHANICAL			31500 2	31642 7	26000 1	24847 8	27184 3		
METALLURGICAL						27332 1			
ENGINEERING TECHNOLOGY				27500 1					
ANIMAL SCIENCES					19500 1				
NATURAL RESOURCES							17400 1		
OTHER AGRICULTURAL SCIENC							22700 1		
COMPUTER SCIENCE		26000 1	27600 2	28625 4	22000 1	22500 2	17400 2		
INFORMATION SCIENCES & SY			27300 3						
SYSTEMS ANALYSIS									22000 1
ALLIED HEALTH							14688 1	23296 1	
HEALTH SCIENCES								12883 3	
NURSING								27000 2	30400 2
PHARMACY								35500 4	34500 2
BIOLOGICAL		17500 2			18000 2	13440 1	20820 1		

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MATHEMATICS					20371 2	21931 4			

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL		MUSEUMS & CULT		SOCIAL SRVCS/P		OTHER NON-PROF		AEROSPACE		AGRIBUSINESS &		AUTOMOTIVE & M		BUILDING MATLS		CHEMICAL, DRUG	
ACCOUNTING	19000	1							27000	1			30600	1	22800	2		
BUSINESS ADMIN (INCL MGMT	16000	1	19600	1					26000	1	25000	1			19000	3	31500	2
ECONOM & FINANCE (BANKING					27000	1			25000	1			26750	2			29893	3
HUMAN RSRCS (incl LABOR R					22000	1												
MANAGEMENT INFO SYSTEMS											30000	1						
MARKETING/MARK MGMT (RESR											25000	1	27368	2	18000	3	27153	10
COMMUNICATIONS	17500	1																
JOURNALISM									19000	1								
LETTERS (incl English, Li																	27000	1
HISTORY															16800	1		
POLITICAL SCIENCE/GOVT							28000	1										
PSYCHOLOGY	12000	1																
SOCIOLOGY							23000	1										
CHEMICAL									36000	1							37033 38500/36000	22
CIVIL									29184	1					28813	8	33177	3
COMPUTER									29000	1							35100	1
ELECTRICAL/ELECTRONIC									31115	9	34690	2	32800	1	32568	4	37009	7
INDUSTRIAL									27600	1	34750	1			31000	2	31500	1
MECHANICAL									31750	4			33206	14	33878	9	35561 42000/33000	22
METALLURGICAL															30000	1		
ENGINEERING TECHNOLOGY									20000	1								
AGRIBUSINESS											24500	3					21000	1
ANIMAL SCIENCES															21840	1		

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
COMPUTER SCIENCE									38400 1
COMPUTER PROGRAMMING								27500 1	
HEALTH SCIENCES			25000 1						
ARCHITECTURAL & ENVIRONME							26500 1	29200 1	
BIOLOGICAL									30000 1
CHEMISTRY									19500 2
MATHEMATICS									25800 1
PHYSICS								28500 1	29700 2

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE		METALS & METAL		MINING		PACKAGING & AL		PAPER & WOOD P		PETROLEUM & AL	
ACCOUNTING	26700	2	27667	3	25532	2			26820	1					27060	5		
BUSINESS ADMIN (INCL MGMT	30000	1	28500	1	30000	1							31000	1	26000	1	26000	1
ECONOM & FINANCE (BANKING	29000	1	24000	1	21600	2									26800	2		
HUMAN RSRCS (incl LABOR R	33000	1			34000	1									29167	3		
MANAGEMENT INFO SYSTEMS			30000	1											30000	1	17100	1
MARKETING/MARK MGMT (RESR	24060	5	23591	3			26620	5							26000	1	26850	6
ADVERTISING													18500	1				
COMMUNICATIONS					32500	1												
TELECOMMUN/BROADCASTING					24000	1												
HISTORY	30000	2					25000	1										
POLITICAL SCIENCE/GOVT			27000	1	24000	1									28500	2		
SOCIOLOGY					18000	1									29000	2		
SOCIAL SCIENCES-OTHER					22500	1												
CHEMICAL			37500	1									38000	1	37761	5	39760	5
CIVIL									29650	2					37000	1	37940	5
COMPUTER	27850	2	32673	3														
ELECTRICAL/ELECTRONIC	33784	10	33853 37200/31400	20			37500	1	33253	6					37034	6	35080	5
INDUSTRIAL	32500	1	33900	2	34000	1	34800	1					31000	1	33540	2		
MECHANICAL	30750	2	31645	8					28800	2	32000	1	32450	2	36401	7	37133	12
METALLURGICAL	34200	1							32400	1								
ENGINEERING TECHNOLOGY			25500	2	29000	1												
AGRIBUSINESS									16500	1								
OTHER AGRICULTURAL SCIENC					21500	1							35000	1				

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL		MINING	PACKAGING & AL	PAPER & WOOD P		PETROLEUM & AL	
COMPUTER SCIENCE	33536	9	33716	3			33000	1			31800	1	37000	1
COMPUTER PROGRAMMING	33920	2	31200	1										
INFORMATION SCIENCES & SY			27200	1							30000	1		
CHEMISTRY													31500	1
MATHEMATICS	33000	1					32000	1			30000	1	28200	1

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING		RUBBER PRODUCT		SCIENTIFIC & I		STONE, CLAY, G		TEXTILES & APP		WIDELY DIVERSI		OTHER EMPLOYER	
ACCOUNTING							18000	2	22750	2			20100	3
BUSINESS ADMIN (INCL MGMT					20000	1			26805	4	17000	1	23213	4
ECONOM & FINANCE (BANKING									26333	3			24000	2
HUMAN RSRCS (incl LABOR R									26000	1				
MANAGEMENT INFO SYSTEMS									27750	2			27000	1
MARKETING/MARK MGMT (RESR	18000	1	30000	1	22000	1			24233	3	25500	3	23525	12
ADVERTISING	26000	1									13000	1		
COMMUNICATIONS													25000	1
JOURNALISM													13200	2
HUMAN ECOLOGY (HOME ECONO					21000	1							17500	1
TEXTILES & CLOTHING									25060	5				
LETTERS (incl English, Li													19250	2
VISUAL & PERFORMING ARTS	22000	2												
POLITICAL SCIENCE/GOVT	18000	1					20000	1						
PSYCHOLOGY	12553	2												
SOCIOLOGY													21000	2
AEROSPACE & AERONAUTICAL													28768	2
CHEMICAL									37817	3	38833	3	33200	2
COMPUTER													33000	1
ELECTRICAL/ELECTRONIC			33000	1	35400	1			34410	2	32267	3	29600	2
INDUSTRIAL									32000	1	32800	1	28000	1
MECHANICAL			31000	1	31500	2			35000	3	32508	5	30110	10
METALLURGICAL							31000	2						

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
ENGINEERING TECHNOLOGY							33400 1
COMPUTER SCIENCE					28325 2		32000 1
CHEMISTRY				31200 1		30000 1	
MATHEMATICS					22724 1	32000 1	32200 1

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	26634 164 35000/23000	21073 11		21973 57 30000/18000	24091 11	23886 17	25255 38 33000/20000	26023 13	24400 4
BACHELOR - TECHNICAL			29043 5	24567 3	25700 1	29587 9	29008 46 38000/23500	30196 23 35000/28000	29330 20 37500/24500

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	22172 25 37000/16000	19310 10	22970 10	23262 52 35000/20000	19500 12	20807 105 30000/17000	19125 4		17780 7
BACHELOR - TECHNICAL	24250 4	38000 1		27768 15	28000 1	40846 19	30000 1		

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	18400 3	24000 1	23812 13	24084 10	21787 90 28900/18261	22065 32 31750/20000	21329 23 30000/18852	21181 5	19250 2
BACHELOR - TECHNICAL		20333 3	29345 20 34380/26438	31339 32 36948/28522	24856 13	25612 41 33962/22000	25635 18	25794 10	30360 5

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	16125 4	19600 1	24500 2	25500 2	24250 4	26667 3	27767 5	19267 9	28201 16
BACHELOR - TECHNICAL			25000 1		30490 18	29605 6	32761 16	30883 28 36500/27500	34935 64 42000/31500

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	27142 12	26327 10	25388 11	26350 6	26820 1		24750 2	27847 17	25525 8
BACHELOR - TECHNICAL	33014 28 38000/30000	32783 41 37500/28000	28167 3	36150 2	30737 14	32000 1	33780 5	35904 24 39200/31800	36873 30 41000/33000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	18729 7	30000 1	21000 3	18667 3	25561 20 34000/21500	21300 5	
BACHELOR - TECHNICAL		32000 2	32800 3	31067 3	33220 12	33617 14	

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	33723 9			40333 9	38000 1	32425 4	29680 5	34944 9	
MBA--TECH	40000 1			55000 1	43100 1			35900 1	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH			28100 5	35000 3	27500 1	41300 1			
MBA--TECH	30000 1								

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH			36450 2	22800 2		28222 2	20280 1	30000 1	
MBA--TECH				45000 1					

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH							32900 2		44825 4
MBA--TECH					38500 1				35700 3

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	29500 2	38000 1							35850 2
MBA--TECH									36000 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH					38000 1	30000 1	22767 3
MBA--TECH							

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU		ACCOUNTING (PR		COMMERCIAL BAN		COMMERCIAL BAN		INVESTMT BANKI		INVESTMT BANKN		INVESTMT BANKG		INVESTMT BANKG		FINANCIAL/TREA	
ACCOUNTING	26790 35000/24000	145	23331 30600/18000	64	18850	1											21181	4
BUSINESS ADMIN (INCL MGMT			21171	6	21971	7	25500	1									26750	2
ECONOM & FINANCE (BANKING	23900	6	22812	5	22406	16	23500	1	23750	4			17500	1	16500	1	23970	10
HUMAN RSRCS (incl LABOR R					23000	2											25000	1
MARKETING/MARK MGMT (RESR					23750	2			31500	1					18500	1	27000	1
FOREIGN LANGUAGES					20000	1												
LETTERS (incl English, Li					26000	1												
HISTORY									45000	1								
PSYCHOLOGY																	12720	1
SOCIOLOGY					15000	1												
INFORMATION SCIENCES & SY			18000	1														
BIOLOGICAL																	38000	1
MATHEMATICS			25000	2													28200	1

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT		UNDERWRITING		INSURANCE - CL		DESIGN/GRAPHIC		MEDIA PLANNING		REPORTING		PRODUCTION		PUBLIC RELATIO		WRITING / EDIT	
ACCOUNTING			20000	1														
BUSINESS ADMIN (INCL MGMT	20000	1	18000	1	21750	4												
ECONOM & FINANCE (BANKING	24750	4	22757	7	24950	1											18000	1
HUMAN RSRCS (incl LABOR R	29000	1	23325	8	21631	5							26000	1				
MANAGEMENT INFO SYSTEMS			26000	1														
MARKETING/MARK MGMT (RESR	25000	1	23375	4	22000	1												
ADVERTISING							15000	1							21450	2		
COMMUNICATIONS					24375	1	14000	2	17500	1	13960	1	14016	1	20000	1		
JOURNALISM									18500	1	11900	2			18600	2		
FOREIGN LANGUAGES			25000	1														
LETTERS (incl English, Li					26280	1									18261	1	22750	2
VISUAL & PERFORMING ARTS							22580	5										
HUMANITIES - OTHER			12000	1														
HISTORY	30000	1									20000	1						
POLITICAL SCIENCE/GOVT					21000	2									26859	2		

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING		BRAND/PRODUCT		BUYER/MERCHAND		DISTRIBUTION		MARKET RESEARC		PURCHASING		SALES		EXECUTIVE, LEG		FINANC,TAXA, M	
ACCOUNTING													40000	1	25000	1	23000	1
BUSINESS ADMIN (INCL MGMT			26583	3	25000	1	18000	1	30000	1	26000	1	22292	12			22930	5
ECONOM & FINANCE (BANKING	27500	2	26625	4	21000	1			22000	2			24869	10			21681	4
HUMAN RSRCS (incl LABOR R			21000	1									24127	11				
MARKETING/MARK MGMT (RESR			22167	11	21417	6	26333	3	24125	12			23840 35000/18000	57				
ADVERTISING	14750	2									18500	1	22433	3				
COMMUNICATIONS	25000	1			21000	1							24420	5				
JOURNALISM							28000	1										
TELECOMMUN/BROADCASTING													24000	1				
HUMAN ECOLOGY (HOME ECONO													21667	3				
TEXTILES & CLOTHING													26250	2				
MERCHANDISING MANAGEMENT			17500	1	22500	1												
FOREIGN LANGUAGES													22100	1				
LETTERS (incl English, Li					24000	1	17000	1					23500	2				
CRIMINAL JUSTICE															17300	1		
HISTORY			21000	1	18900	1							28333	3				
POLITICAL SCIENCE/GOVT					21000	1							24750	4				
PSYCHOLOGY													17151	4				
SOCIOLOGY													20467	3				
CHEMICAL													35000	1				
CIVIL			31000	1														
INDUSTRIAL			31800	1									31113	2				
MECHANICAL													32280	5				

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
METALLURGICAL							30000 1		
AGRIBUSINESS							21000 1		
ANIMAL SCIENCES							21840 1		
COMPUTER SCIENCE									16800 1
ARCHITECTURAL & ENVIRONME							26500 1		
BIOLOGICAL		30000 1							
PHYSICS							30250 2		

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BUSINESS ADMIN (INCL MGMT	24000 1		25013 2	20000 1					
ECONOM & FINANCE (BANKING	24000 1	16000 1	22506 4		27000 1				
HUMAN RSRCS (incl LABOR R			22000 1						
MARKETING/MARK MGMT (RESR		23500 4							
REAL ESTATE					18910 2				
COMMUNICATIONS			24000 1						
HUMAN ECOLOGY (HOME ECONO			21000 1						
LETTERS (incl English, Li			22000 1						
CRIMINAL JUSTICE		21000 1	28140 1						
HISTORY			30000 1						
POLITICAL SCIENCE/GOVT		21500 2	21000 2		12000 1				
PSYCHOLOGY			25000 1						
AEROSPACE & AERONAUTICAL							27332 1		
CHEMICAL								34067 3	36000 1
CIVIL					32000 1		29439 25 36000/26500	32692 12	34020 1
COMPUTER							34050 2		
ELECTRICAL/ELECTRONIC		30200 1	24500 2				31310 18	34000 1	32908 15
INDUSTRIAL							31000 2		32042 6
MECHANICAL			25500 2				31230 21 36000/26000	30408 2	33113 27 38000/30000
METALLURGICAL							32400 1		
ENGINEERING TECHNOLOGY							29000 1		26133 3
COMPUTER SCIENCE			22500 2						
ARCHITECTURAL & ENVIRONME							29200 1		

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
GEOLOGY & GEOLOGICAL SCI								29500 1	
MATHEMATICS			21500 2						

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
ECONOM & FINANCE (BANKING	28200 1								
HUMAN RSRCS (incl LABOR R									24000 1
MANAGEMENT INFO SYSTEMS	27933 3								
JOURNALISM	19000 1								
POLITICAL SCIENCE/GOVT								27000 1	
AEROSPACE & AERONAUTICAL			28768 2	27500 1					
CHEMICAL					34667 3		37586 30 41000/36000	36934 6	38750 2
CIVIL		28522 1				28592 2		31033 3	31264 6
COMPUTER	33770 4		28750 2	26281 4		35450 2		29000 1	33000 1
ELECTRICAL/ELECTRONIC	34000 7	32035 13	31062 5	32993 8	34940 7	28007 4	35700 2	33929 18	31328 26 37500/27332
INDUSTRIAL					30533 3			31000 1	35340 2
MECHANICAL		30690 4	33300 1	33585 2	34993 9	26252 1	36500 2	33977 37 38600/29000	32089 20 40000/26252
METALLURGICAL							31000 2		27332 1
ENGINEERING TECHNOLOGY	28800 1			26000 1					27500 1
OTHER AGRICULTURAL SCIENC					35000 1				
COMPUTER SCIENCE			31236 5					33500 1	
COMPUTER PROGRAMMING	30947 3		31200 1						
CHEMISTRY					18000 1		21000 1		
MATHEMATICS	28600 2			34000 1	32000 1				

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
MANAGEMENT INFO SYSTEMS	28000 1								
COMPUTER								28000 1	
SYSTEMS ANALYSIS	22000 1								
ALLIED HEALTH			23296 1						
HEALTH SCIENCES			16000 1				11648 1		11000 1
NURSING				28700 4					
PHARMACY						39483 25 44000/37000			
BIOLOGICAL									17910 2

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BUSINESS ADMIN (INCL MGMT					23000 1	21240 2			
ECONOM & FINANCE (BANKING					28200 1		26933 3		
MANAGEMENT INFO SYSTEMS					27200 5	24219 8	30705 4		
MARKETING/MARK MGMT (RESR		16800 1			28200 1				
POLITICAL SCIENCE/GOVT			26000 1						
PSYCHOLOGY	19218 1	14500 2							
SOCIOLOGY	23000 1			19218 1					
SOCIAL SCIENCES-OTHER				15310 2					
AEROSPACE & AERONAUTICAL					27500 1				
CIVIL							28667 3		
COMPUTER					26250 2				
ELECTRICAL/ELECTRONIC					35000 1		32666 2		
MECHANICAL					33000 1				
ENGINEERING TECHNOLOGY					26500 3				
AGRIBUSINESS					16500 1				25500 2
NATURAL RESOURCES									17400 1
COMPUTER SCIENCE		18000 1			27643 23 34000/22200	31019 15	29471 7		
COMPUTER PROGRAMMING					29175 4		31000 1		
INFORMATION SCIENCES & SY					28467 6	27576 5	26407 6		
ALLIED HEALTH		14688 1							
HEALTH SCIENCES	25000 1								
BIOLOGICAL									13440 1
MATHEMATICS					29600 2	30000 1		28600 1	

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING				23000 1					
BUSINESS ADMIN (INCL MGMT		28125 4	23167 3	21304 44 31000/18000					21000 2
ECONOM & FINANCE (BANKING		27089 9		22500 26 30000/18900	14000 1				
HOTEL/RESTAURANT MGMT.				19771 7					
HUMAN RSRCS (incl LABOR R		30400 2	25820 10	24000 1					22000 1
MANAGEMENT INFO SYSTEMS				20867 3					
MARKETING/MARK MGMT (RESR		26000 1	24600 3	21679 27 30000/18000					26000 1
ADVERTISING				26000 1					
COMMUNICATIONS				21550 5					
JOURNALISM				17333 3					
ELEMENTARY EDUCATION									22728 41 26196/18841
PRE-ELEMENTARY EDUCATION									22035 7
PHYSICAL EDUCATION									21350 7
SPECIAL EDUCATION									22548 7
HUMAN ECOLOGY (HOME ECONO									21500 1
TEXTILES & CLOTHING				24267 3				24000 1	
MERCHANDISING MANAGEMENT				19433 3					
FOREIGN LANGUAGES									18850 1
LETTERS (incl English, Li			19400 2	20000 2		18500 1			20275 8
VISUAL & PERFORMING ARTS									22300 2
HUMANITIES - OTHER				27500 1		20000 1			
CRIMINAL JUSTICE						16500 1			
HISTORY		23000 1		19267 3					

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 4/5/91 THROUGH 5/6/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
POLITICAL SCIENCE/GOVT			20000 1	24258 6			25000 1		
PSYCHOLOGY			20820 1	22088 4					
SOCIOLOGY			24500 2	22500 2					
SOCIAL SCIENCES-OTHER				19567 3		17000 1			20320 3
CHEMICAL		32000 1							
CIVIL		31500 1		28500 2					
ELECTRICAL/ELECTRONIC		29167 3							
INDUSTRIAL				32000 2					
MECHANICAL		32200 4							
METALLURGICAL		34200 1							
AGRIBUSINESS				22500 1					
ANIMAL SCIENCES									19500 1
OTHER AGRICULTURAL SCIENC				21500 1					22700 1
COMPUTER SCIENCE		29800 5							22000 1
COMPUTER PROGRAMMING		32000 3							
INFORMATION SCIENCES & SY		29000 1		27150 2					
SYSTEMS ANALYSIS					24960 1				
ARCHITECTURAL & ENVIRONME	30000 1								
BIOLOGICAL							20000 1		18000 2
CHEMISTRY				30000 1				31350 2	
MATHEMATICS		29214 7		35000 2	23649 5				20371 2
PHYSICS				27400 1					

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26675 151 35000/24000	23123 75 30600/17000	22118 31 26000/18850	24500 2	28583 6		17500 1	17500 2	23297 19
BACHELOR - TECHNICAL		22667 3							33100 2

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	25375 8	22517 24 26000/20000	22317 15	19488 8	18000 2	14440 4	20008 2	21510 8	21167 3
BACHELOR - TECHNICAL									

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	21900 5	23314 21 33000/18000	21685 13	23667 6	24233 15	22250 2	23725 122 40000/18000	21150 2	22437 10
BACHELOR - TECHNICAL		30933 3					29890 14		16800 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	24000 2	21750 8	23613 15	20000 1	19205 4				
BACHELOR - TECHNICAL		30200 1	23500 8		32000 1		30603 72 36000/26500	32569 19	32610 53 38850/27000

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	26200 5							27000 1	
BACHELOR - TECHNICAL	32466 17	31541 18	30689 16	30808 17	33605 25 42000/28000	29596 9	36621 37 41000/33600	33971 67 38600/28000	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	28000 1								
BACHELOR - TECHNICAL	22000 1		19648 2	28700 4		39483 25 44000/37000	11648 1	28000 1	

AVERAGE SALARY OFFERS MAY 1991 SCPA REGIONAL CUMULATIVE REPORT

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90-THROUGH 5/6/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	21109 2	15267 3	26000 1	16613 3	26925 8	23623 10	29089 7		
BACHELOR - TECHNICAL	25000 1	16344 2			27875 44 38000/22200	30151 21 38400/26000	28793 19	28600 1	20460 4

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		27418 17	24096 22 34000/18000	21624 145 35000/18000	14000 1	18000 4	25000 1	24000 1	22117 81 27000/18841
BACHELOR - TECHNICAL	30000 1	30481 26 35900/28000		28892 12	23868 6		20000 1	31350 2	20134 7